



POINTSPLUS
Contractor Rewards Program

Tap into the market-leading products, rewards, and brand support that will help you run a more profitable business.

**FACILITY
EXPLORER**
BY JOHNSON CONTROLS
AUTHORIZED SYSTEMS INTEGRATOR

POINTSPLUS

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Welcome to the team

Johnson Controls welcomes you to a brand new offering – our Authorized Systems Integrator (ASI) POINTS PLUS Contractor Rewards Program.

We've long appreciated your support as an independent controls contractor and the role you play in the commercial HVAC market place. Because you provide cost-effective and scalable solutions to a broad customer base, your business is an ideal fit for building automation control technologies and service.



How it works

To apply for the ASI POINTS PLUS Contractor Rewards Program, choose an ABCS sponsor to approve your membership. Once approved, you will need to provide the credentials for technically qualified employees who have successfully completed the appropriate training on the Facility Explorer™ field controllers and supervisory controls. Depending on the level of your overall purchases of FX through the ABCS channel, you can move up within the ranks of the program – Bronze, Silver and Gold. The higher the level, the higher the number of factory trained employees you'll need.

Purchases of qualifying Johnson Controls FX and HVAC/R components will be reported each month and will earn points for your company. These points can be redeemed for various products or services as you see fit.



Member benefits

Officially recognized ASI by Johnson Controls. Once your ASI qualifications have been approved, you will have access to the Johnson Controls Authorized Systems Integrator materials to be used for marketing, including business cards, proposals, employees uniforms and company vehicles.

Earn and Redeem Points. With qualifying purchases of Johnson Controls FX and HVAC/R products, you will earn one point per dollar spent. These points can be saved and redeemed for products, training, merchandise, supporting collateral for your business, etc. You as the business owner will decide when and how the points are used.

Access to the premier BAS and HVAC/R product offering.

The Facility Explorer building automation system is well known in the industry, with capabilities second to none. You will also have access to the full line of complementary I/O devices that Johnson Controls offers. With us as the single point of contact for all your commercial HVAC products, you can leverage purchasing power and maximize rewards.

Products worth the effort to get specified by owners and engineers.

Once qualified within the ASI Program, you can comfortably pursue engineers and owners to specify Facility Explorer by name with installation using a Johnson Controls Authorized System Integrator – that's you. The result is a higher confidence in winning projects and high margin on projects you win.

Differentiate your company from the competition.

As an Authorized Systems Integrator by Johnson Controls, you'll be recognized within the industry as a company with higher standards of capabilities and technical expertise. By continually keeping your employees trained in the latest technologies and releases of Facility Explorer, you'll be able to provide customers with a higher level of connectivity and scalable solutions to meet their ever changing expectations.

Recognition amongst your peers.

As a Silver or Gold level ASI, you'll have the chance to be recognized and rewarded at the Johnson Controls Customer Business Conferences held approximately every 18 months. The best of the best will be chosen and recognized for your commitment to growth and participation in the program.

Program portal: johnsoncontrols.com/PointsPlus

Like any other program where you earn points, you can track your status within the program, review your dashboard for current and past performance, select and redeem rewards, and receive and send information using the latest social media. A new ASI Portal is now available for your use. You will use it to register your company and employees, upload training certificates and download program brand information, and many other interactive options.

To register for the PointsPlus Contractor Rewards Program, visit: johnsoncontrols.com/PointPlus



Meet the criteria. Reap the rewards.

Including the features and benefits of the program already outlined, there are specific criteria needed to participate.

Bronze

\$50,000 annual volume

- Minimum 1 ASI qualified employee
- Threshold Bonus: 2,500 points
- Invitation to Customer Business Conference

Silver

\$100,000 annual volume

- Minimum 2 ASI qualified employees
- Threshold Bonus: 10,000 points
- Invitation to Customer Business Conference
- Awards Recognition

Gold

\$250,000 annual volume

- Minimum 3 ASI qualified employees
- Threshold Bonus: 25,000 points
- Annual Workbench Fees: waived
- Invitation to Customer Business Conference
- Awards Recognition

POINTSPLUS Contractor Rewards Program

Facility Explorer meets any building management need. Wireless or wired field controllers and devices provide direct closed-loop control over mechanical and HVAC equipment. Supervisory Controllers deliver network-wide coordination for single or multiple sites. The result is an integrated, comprehensive control solution. A control strategy where seeing is doing.

With Facility Explorer technology from Johnson Controls, you can create a building management system that's as simple or as sophisticated as you need. For details, see your Johnson Controls Authorized Building Controls Specialist.

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